



FY 2010 TOTALS (10/1/09 - 9/30/10)

New Mexico District **Lender Rankings &** **Loan Activity**

Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$\$
<u>7(a) and ARC Loan Activity</u>				
Century Bank	52	\$3,398,100	1	9
Wells Fargo Bank	31	\$12,361,200	2	1
Bank of the Southwest	30	\$9,144,900	3	2
BBVA Compass Bank	29	\$4,184,200	4	7
Western Commerce Bank	25	\$3,801,900	5	8
First American Bank	17	\$5,314,600	6	3
Community 1st Bank Las Vegas	12	\$2,024,700	7	13
MyBank	12	\$998,000	8	26
The Bank of Clovis	11	\$5,119,000	9	5
Superior Financial Group	11	\$115,000	10	38
New Mexico Bank & Trust	6	\$1,224,700	11	25
First Savings Bank	6	\$857,000	12	28
Excel National Bank	5	\$4,772,500	13	6
Main Bank	5	\$2,370,000	14	11
Pioneer Bank	5	\$450,000	15	33
Live Oak Banking Company	4	\$5,138,000	16	4
Citizens Bank of Las Cruces	4	\$2,438,500	17	10
CapitalSource Bank	4	\$1,730,000	18	15
Bank of the Rio Grande	4	\$655,000	19	32
Bank of the West	3	\$918,500	20	27
Union Savings Bank	3	\$785,000	21	30
Valley National Bank	3	\$315,000	22	35
First New Mexico Bank - Las Cruces	3	\$94,600	23	40
Mountain America FCU	3	\$57,000	24	42
CIT Small Business Lending Corp.	2	\$2,052,600	25	12
Community South Bank	2	\$1,666,000	26	16
Western Bank - Alamogordo	2	\$1,454,000	27	21
Lea County State Bank	2	\$1,400,000	28	22
Four Corners Community Bank	2	\$1,368,900	29	23
American State Bank	2	\$834,000	30	29
Newtek Small Business Finance	2	\$300,400	31	36
Borrego Springs Bank	2	\$100,000	32	39
Bank of America	2	\$40,000	33	44
United Western Bank	1	\$1,875,000	34	14
First Western SBLC, Inc.	1	\$1,602,000	35	17
Ridgestone Bank	1	\$1,600,000	36	18
American Business Lending, Inc.	1	\$1,500,000	37	19
Celtic Bank Corporation	1	\$1,471,300	38	20
First New Mexico Bank - Deming	1	\$1,318,300	39	24
The First National Bank of New Mexico	1	\$666,000	40	31
Western Bank of Clovis	1	\$349,900	41	34
City Bank New Mexico	1	\$300,000	42	37
United Central Bank	1	\$90,000	43	41
Vectra Bank Colorado NA	1	\$50,000	44	43
AmBank	1	\$35,000	45	45
Grants State Bank	1	\$16,000	46	46
American Heritage Bank	1	\$10,100	47	47
Totals	320	\$88,366,900		



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Lender Rankings &
Loan Activity**

Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$s
504 CDC Participation				
Capital CDC	33	\$14,826,000	1	1
Enchantment Land CDC	21	\$9,078,000	2	2
Front Range Regional Econ Dvpmnt Corp dba Colorado Lending Source, LLC	1	\$3,933,000	3	3
Total	55	\$27,837,000		
504 3rd Party Lender Participation				
Ironstone Bank	6	\$3,092,483	1	5
New Mexico Bank & Trust	6	\$2,014,415	2	8
Century Bank	5	\$1,342,339	3	10
Wells Fargo Bank	4	\$3,943,900	4	3
The Loan Fund	3	\$463,205	5	19
First American Bank	2	\$5,906,812	6	2
Western Commerce Bank	2	\$1,442,500	7	9
Bank of the West	2	\$1,070,600	8	11
Bank of America	2	\$1,003,000	9	12
Los Alamos National Bank	2	\$904,300	10	13
First Community Bank	2	\$837,613	11	14
Citizens Bank of Las Cruces	2	\$770,664	12	15
US New Mexico FCU	2	\$543,400	13	17
NM Educators FCU	2	\$255,400	14	22
Silverton Bank Insurance Services, LLC	1	\$6,500,000	15	1
Grants State Bank	1	\$2,618,700	16	6
Bank of the Southwest	1	\$2,359,601	17	7
Centinel Bank of Taos	1	\$692,787	18	16
The Bank of Clovis	1	\$467,635	19	18
BBVA Compass Bank	1	\$302,204	20	20
Western Bank of Clovis	1	\$278,500	21	21
Sandia Laboratory FCU	1	\$3,227,500	22	4
International Bank	1	\$225,000	23	23
Peoples Bank	1	\$214,097	24	24
Zions First National Bank	1	\$173,116	25	25
Sunrise Bank of Albuquerque	1	\$131,000	26	26
Bank '34	1	\$84,000	27	27
Total	55	\$40,864,771		
TOTAL SBA RELATED LOAN ACTIVITY FOR FY 2010				
	FYE 10		FYE 09	
7(a) Loans	281	\$87,090,900	280	\$71,031,300
504 Loans - CDCs	55	\$27,837,000	46	\$19,936,000
SBA NM LOAN SUBTOTAL	336	\$114,927,900	326	\$90,967,300
ARC Loans**	39	\$1,276,000	13	\$424,500
SBA NM LOAN TOTAL	375	\$116,203,900	339	\$91,391,800
504 Loans - 3rd Party Lenders	55	\$40,864,771	46	\$27,119,568
TOTAL NM CAPITAL		\$157,068,671		\$118,511,368